

## Sales & Marketing-CM

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भारत संचार निगम लिमिटेड

(भारत सरकार का उपक्रम)

BHARAT SANCHAR NIGAM LIMITED

(A Govt. of India Enterprise)

No.: 27-2/2019/S&M-CM/ 11

Dated: 21.04.2020

To,

The Chief General Managers  
All Telecom Circles / Districts  
BSNL

Subject: Clarification regarding commission/discount structure for RED- reg.

Ref-1:- This office letter no. 27-2/2019/S&M-CM/5 dated 28.01,2020


Ref-2:- This office letter no. 27-2/2019/S&M-CM/11 dated 04.03,2020

Ref-3:- This office letter no. 27-2/2019/S&M-CM dated 09.04.2020

Kindly refer to this office letters under reference on the subject mentioned above. Some circles have sought clarifications regarding commission/discount structure for REDs. In this regard following is clarified:-

1. RED discount/margin shall be 90% of Franchisee-retailer channel commission/discount as mentioned in the letter under reference-1.
2. CBP commission for REDs shall be equivalent to retailers share as being done presently.
3. NP commission for REDs shall be equal to existing retailer's MNP commission.
4. Sharing for RED on OTF for various STVs shall be equal to retailers share.

This is issued with the approval of Director (CM).

  
(KARTIKEYA SINHA) 21/04/2020  
GM (Sales-CM)

Copy to:

1. CGM, ITPC Pune
2. PGMs/GMs, North/East/South/West Nodal centers.
3. PGM (ERP), BSNL
4. Sr. GM (Dev), ITPC Hyderabad